

## Message Text

UNCLASSIFIED

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ACTION ARA-14

INFO OCT-01 EB-08 ISO-00 /023 W  
-----105911 200535Z /10  
R 191929Z AUG 77  
FM AMEMBASSY MANAGUA  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 4105

UNCLAS MANAGUA 3908

E.O. 11652: N/A  
TAGS: BEXP, PINR, NU  
SUBJECT: WTDR/FTI INSECTICIDAS STAUFFER S.A.

REF: USDOC 13429

1. NICARAGUA 2. CNTRY CODE: 219 3. SER NO: N/A  
4. INSECTICIDAS STAUFFER S.A.  
4A. CODE: 4B. CODE: A 4C. CODE: X  
5. APARTADO POSTAL 70  
6. CHINANDEGA, NICARAGUA  
7. ESTABLISHED: 1961 8. EMPLOYEES: 22  
9. SIZE: (19-X) LARGE 10. REPUTATION: (22-X) GOOD  
11. SALES AREA: NICARAGUA  
12. RPT DATE: 08/77  
13A. 28790/05 MANUFACTURER OF AGRICULTURAL INSECTICIDES;  
IMPORTER OF INSECTICIDAL COMPOUNDS.  
14. CONTACT: MR. ORLANDO E. CACERES R. TITLE: GENERAL MANAGER  
15. CABLE: INSTASA 16. TELEX: NA 17. PHONE: (0341) 3345  
18. FINANCIAL REFERENCES: BANCO NICARAGUENSE,  
BANCO DE AMERICA, BANCO NACIONAL DE NICARAGUA,  
AND BANCO DE LONDRES & AMERICA DEL SUD LTDA.,  
IN CHINANDEGA, NICARAGUA.  
19. TRADE REFERENCES: STAUFFER CHEMICAL CO.,  
WESPORT, CONNECTICUT; MONTROSE CHEMICAL CO. OF  
CALIFORNIA, LOS ANGELES, CALIFORNIA.

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20. FOREIGN FIRMS REPRESENTED: NA  
21. INSECTICIDAS STAUFFER S.A. IS A LEADING  
INSECTICIDE-MIXING FIRM LOCATED NEAR THE CITY  
OF CHINANDEGA, IN THE CENTER OF NICARAGUA'S  
BUSIEST AND MOST PRODUCTIVE COTTON PLANTING  
AREA. THE PLANT REPORTS A PRODUCTION OF APPROXI-  
MATELY 575,000 GALLONS OF STAUFFER-BRAND INSEC-

TICIDE PER YEAR, WHICH IT DISTRIBUTES DIRECTLY TO END-USERS THROUGH ITS OWN SALES FORCE. THE FIRM ACQUIRES ITS INSECTICIDAL COMPOUNDS FROM U.S. COMPANIES SUCH AS STAUFFER AND MONTROSE AND FROM NICARAGUAN-BASED FIRMS SUCH AS SHELL, ESSO STANDARD, AND HERCULES DE CENTROAMERICA, A LOCAL PRODUCER OF TOXAPHENE. THE FIRM REPORTS PRESENT WORKING CAPITAL OF US\$681,000, A NET WORTH OF US\$765,000, AND AN ANNUAL VOLUME OF BUSINESS OF US\$2.8 MILLION. THE STOCK OF THE CORPORATION IS OWNED IN EQUAL PARTS BY DESMOTADORA DE PRODUCTORES S.A. (DEPSA), A LARGE COTTON-GINNING FIRM WHICH PRODUCES 35,000 BALES OF COTTON IN AN AVERAGE YEAR, AND MR. JAIME J. MONTEALEGRE, A WEALTHY AND WELL-KNOWN COTTON PRODUCER AND INVESTOR. THE COTTON GIN DEPSA IS OWNED BY A GROUP COMPRISING SOME OF THE LARGEST COTTON FARMERS IN THE COUNTRY, INCLUDING MR. ALFONSO CALLEJAS D., A FORMER NICARAGUAN GOVERNMENT OFFICIAL WHO IS PRESENTLY DEDICATING HIS TIME TO HIS VARIOUS AGRICULTURAL ENTERPRISES. BOTH MR. MONTEALEGRE AND DEPSA, ARE FAVORABLY REGARDED IN LOCAL CIRCLES. INSECTICIDAS STAUFFER ENJOYS A GOOD REPUTATION IN LOCAL BANKING AND TRADE CIRCLES AND IS RECOMMENDED AS A TRADE

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CONTACT FOR INTERESTED U.S. CONCERNS.  
22. PREPARED BY: RJMONTES APPROVED BY: PAHAIGH  
AT: U.S. EMBASSY, MANAGUA  
RUBENSTEIN

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TRADE OPPORTUNITY REPORTS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 19-Aug-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Film Number:** D770301-0348  
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**Litigation History:**  
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**Message ID:** 9b1a0358-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION ARA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 2  
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**Previous Classification:** n/a  
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**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
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**Status:** NATIVE  
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**TAGS:** BEXP, PINR, NU, INSECTICIDAS STAUFFER  
**To:** COM  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009